

**Before the  
Federal Communications Commission  
Washington, D.C. 20554**

In the Matter of	)	
	)	
Connect America Fund	)	WC Docket No. 14-93
Phase II Challenge Process	)	
	)	

**AFFIDAVIT OF JOSEPH CANAVAN  
IN SUPPORT OF EXHIBIT A AND EXHIBIT B TO FORM 505**

1. My name is Joseph Canavan. I am the Vice President of Products & Sales at Atlantic Broadband Finance, LLC (“Atlantic Broadband”). I have been employed at Atlantic Broadband for 5 years. In my role I am responsible for the design, development and deployment of all of our products and services including internet services. I have intimate knowledge of our speeds, prices, services and billing system that fully qualifies me to provide this affidavit.

2. This affidavit supports Atlantic Broadband’s reply to the Connect American Fund Phase II challenges to Atlantic Broadband’s census blocks filed by FairPoint, CenturyLink, and Windstream.<sup>1</sup> In particular, this affidavit will support the data shown in Atlantic Broadband’s Exhibit A and Exhibit B to Form 505. As Vice President of Product & Sales of Atlantic Broadband, I have personal knowledge of the facts set forth in Exhibit A, Exhibit B, and described herein.

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<sup>1</sup> *Connect America Fund*, DA 14-1397, WC Docket No. 10-90, Public Notice (Sept. 26, 2014) (“*CAF II Challenge Process Public Notice*”); *Connect America Fund*, DA 13-2115, WC Docket No. 10-90, Report and Order, ¶ 39 (Oct. 31, 2013) (“*CAF II Service Obligations Order*”).

## **I. Process to Compile Data and Description of Data**

### **A. Exhibit A: Products, Speed, Usage Caps and Customers**

3. On August 14, 2014, Atlantic Broadband submitted its challenges to the Commission's designation of certain census blocks as unserved. We used a similar methodology described in the Affidavit<sup>2</sup> attached to that submission to compile the information attached here as Exhibit A. Specifically, we identified the census blocks to which Windstream, FairPoint, and CenturyLink have filed challenges. We then queried our billing system using the challenged blocks. This query identified first whether the internet service we provide in the challenged blocks met the CAF II criteria to qualify as "served."<sup>3</sup> If the internet service met the criteria, the query then identified, in turn, whether the challenged areas met the price restrictions, phone service, and VoIP availability criteria.<sup>4</sup> This information was then compiled into a report that showed available products and customer counts by census block.

4. Each challenged census block is listed in a separate row in Exhibit A, beginning at Row 2. Column A in Exhibit A contains the company that challenged each census block (i.e., FairPoint, CenturyLink or Windstream). Column B contains the census block number challenged. Columns C – I show the information contained in the challenges. Columns J – P reflect information on the packages Atlantic Broadband offers in each census block. Column Q reflects the applicable marketing materials included in Attachments 1 and 2 (based on whether each census block is in a DOCSIS 2 or DOCSIS 3 market). Speeds in Column M are shown in

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<sup>2</sup> See Atlantic Broadband Finance, LLC, Challenge, *In the Matter of Connect America Fund Phase II Challenge Process*, WC Dkt. No. 14-93, Affidavit at ¶¶ 3-5 (filed Aug. 14, 2014) ("August 2014 Affidavit").

<sup>3</sup> See *CAF II Challenge Process Public Notice* at 2 (citing *Connect America Fund et al.*, WC Docket No. 10-90 et al., Report and Order et al., 26 FCC Rcd 17663 (2011) ("*USF/ICC Transformation Order*").

<sup>4</sup> *Id.* (citing *USF/ICC Transformation Order* at 17729, ¶ 170).

standard (Download/Upload) format. In Columns J, K, O and P, the number 1 represents that the criteria indicated in the heading of each column is met. All Atlantic Broadband products have unlimited usage and do not have data usage caps.

**B. Exhibit B: Latency**

5. Information regarding network latency is provided in Exhibit B. Atlantic Broadband conducted latency tests of a representative sample of customers using an Ookla Netgauge/V3 application running on speed test servers in Atlantic Broadband's Pennsylvania region. All census blocks challenged by Windstream, FairPoint and CenturyLink are located in Pennsylvania. The tests showed that the mean latency is under 16ms with a standard deviation of 36ms. The results were based on over 4300 customer tests. Atlantic Broadband's internet products all utilize the same network infrastructure and the latency results shown in this test are representative of all products shown in Exhibit A, therefore all internet products meet the latency requirement for unsubsidized competitors. Exhibit B provides a summary of test results for the Pennsylvania region which covers customers in the states of Pennsylvania, West Virginia, New York and Western Maryland.

**II. Overview of Challenged Census Blocks**

6. Atlantic Broadband provides a fixed voice and broadband service plan that meets the broadband performance and pricing requirements necessary to qualify as an unsubsidized competitor providing service in each of the challenged census blocks set forth on Exhibit A.

7. Atlantic Broadband currently provides service using two different network technologies. Atlantic Broadband's "D2" markets utilize DOCSIS 2.0 technology and the "D3" markets utilize DOCSIS 3.0 technology. Atlantic Broadband is in the process of converting all of its network from D2 to D3. Today, approximately 98% of Atlantic Broadband's markets use

DOCSIS 3.0. Atlantic Broadband plans to retire the DOCSIS 2.0 technology by January 2015.

The broadband internet services available to customers differ in the respective markets due to the technological variations in the network, as described above. We refer to the target broadband internet service plan herein as the “Target Plan.”

**A. D2 (DOCSIS 2.0) Markets**

8. Atlantic Broadband’s target plan in D2 markets is its MegaMax Plan. The MegaMax Plan is available in all of the census blocks noted in Exhibit A in the “D2 Markets” column.

9. The MegaMax Plan provides speeds of 15 Mbps down and 1.5 Mbps up.<sup>5</sup>

10. The MegaMax Plan contains no limitation on data usage.

11. The MegaMax Plan has a round trip network latency of less than 16ms on average and meets the requirement of 100ms or less. See test results in Exhibit B and explanation of results in Paragraph 6.

12. Atlantic Broadband offers the MegaMax Plan for \$60.99 per month for both standalone and bundled packages in all census blocks in D2 markets. Atlantic Broadband also makes available to customers lower speed options, including its Preferred Plan, which provides speeds of 5 Mbps down and 768 Kbps up for \$57.99 per month. The Preferred Plan contains no limitation on usage and has a round trip latency of less than 16 ms on average and meets the requirement of 100ms or less. Although, Atlantic Broadband does not currently provide a plan that offers exactly 4Mbps down and 1 Mbps up, based on the foregoing service plans, such a plan would be made available by Atlantic Broadband for \$58.99, which is below the \$60 threshold. No variation in price is based on customers located in rural or urban markets.

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<sup>5</sup> See Atlantic Broadband D2 Marketing Materials at Attachment 1 to this Affidavit.

**B. D3 (DOCSIS 3.0) Markets**

13. Atlantic Broadband's target plan in D3 markets is its Starter Plus Plan. The Starter Plus Plan is available in all of the census blocks noted in Exhibit A in the "D3 Markets" column.

14. The Starter Plus Plan provides speeds of 5 Mbps down and 1 Mbps up. (See Atlantic Broadband D3 Marketing Materials at Attachment 2 to this Affidavit).

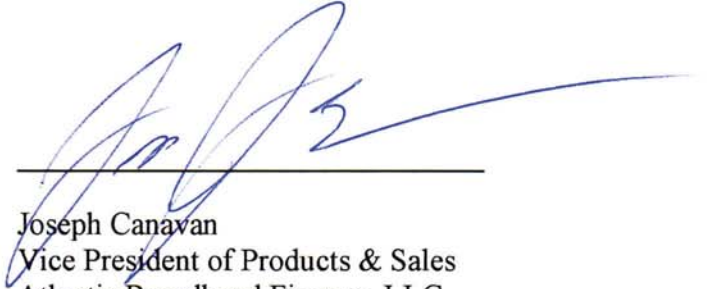
15. The Starter Plus Plan contains no limitation on data usage.

16. The Starter Plus Plan has a round trip network latency of less than 16 ms on average and meets the requirement of 100ms or less. See test results in Exhibit B and explanation of results in Paragraph 6.

17. Atlantic Broadband offers the Starter Plus Plan in D3 markets for \$44.99 per month for both standalone and bundled packages in all census blocks in D3 markets, which is well below the \$60 threshold. Atlantic Broadband also makes available to customers a higher speed option called its Express Plan, which provides speeds of 30 Mbps down and 3 Mbps up for \$61.99 per month. The Express Plan contains no limitation on usage and has a round trip latency of less than 16 ms on average and meets the requirement of 100ms or less. No variation in price is based on customers located in rural or urban markets.

\*\*\*

Pursuant to 28 U.S.C. § 1746, I declare under penalty of perjury under the laws of the United States that the foregoing is true and correct to the best of my knowledge, information, and belief.



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Joseph Canavan  
Vice President of Products & Sales  
Atlantic Broadband Finance, LLC

**ATTACHMENT 1**

**Atlantic Broadband D2 Marketing Materials**

## INTERNET

### Crazy Fast Internet

Blazing speed the competition can't touch gives you new reasons to love being online.

- Stream TV to your tablet.
- Video chat, seamlessly.
- Game online, and win.
- Telecommute with confidence.

Providing service this fast and reliable requires today's most powerful, high-capacity fiber-optics network. And only Atlantic Broadband brings it right to your door.






### Bundle Internet with TV, and We'll Throw in Premium Channels and More


When you bundle TV service with high-speed Internet, or phone service, you get upgrades including premium channels, DVR service and more all at no extra cost.

[Get More For Your Money](#)

## CHOOSE A SERVICE

### Most Popular

Service	Starter	Preferred	Max	MegaMax
Monthly Price	<b>\$40.99</b> Call to Order 855-811-5194	<b>\$57.99</b> Call to Order 855-811-5194	<b>\$29.99</b> for 12 months Reg \$64.95 <a href="#">Order Now »</a>	<b>\$60.99</b> Call to Order 855-811-5194
<b>SPEED</b> Download / Upload	<b>1 Mbps</b> / 512 Kbps	<b>5 Mbps</b> / 768 Kbps	<b>10 Mbps</b> / 1 Mbps	<b>15 Mbps</b> / 1.5 Mbps
Download 50 Songs (250MB)	33 Minutes	7 Minutes	3 Minutes	2 Minutes
Download a Movie (5GB)	11.1 Hours	2.2 Hours	1.1 Hours	44 Minutes
Upload 10 Pictures (10MB)	160 Seconds	107 Seconds	80 Seconds	80 Seconds
Email with Remote Access 	✓	✓	✓	✓
Security and Spam Filter 	✓	✓	✓	✓
24/7 Technical Support 	✓	✓	✓	✓
Monthly Price	<b>\$40.99</b> Call to Order 855-811-5194	<b>\$57.99</b> Call to Order 855-811-5194	<b>\$29.99</b> for 12 months Reg \$64.95 <a href="#">Order Now »</a>	<b>\$60.99</b> Call to Order 855-811-5194

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## WE'RE 10 TIMES FASTER THAN THE COMPETITION

### Broadband service is ten times faster than DSL.

Our high-speed, reliable connection lets you do more in less time online.

	With DSL	With Our Max Internet Service
Download a feature-length movie in:	5.5 Hours	1.1 Hours
Upload a photo to share in:	3 Minutes	80 Seconds

## NEED MORE SPEED?

### How Much Speed Do You Need?

Here are a few things to keep in mind when deciding how fast is fast enough.

- According to the FCC, the optimal speed for web surfing without delays is 10Mbps. Anything less, and you may spend more time watching pages load than surfing them.
- The average DSL connection is about 7Mbps, making DSL too slow for today's web sites.
- If you're a gamer, broadband makes all the difference. By moving bits through its network 40% faster than DSL, it lets you perform better.

### How Much Speed Do You Have?

Even if your DSL provider claims to provide speeds of 10Mbps or greater, your connection may be slower. The FCC found that, on average, DSL companies deliver only 85% of the speed they advertise.

### Put Your Connection to The Test

Take this simple speed test on your home computer to see how much faster you can go with Atlantic Broadband.

[Test Your Speed Now](#) >



### Wireless Home Networking

Atlantic Broadband can connect you with the latest wireless router, and set up all the devices you have. Bring home a new tablet, gaming system, or other device and call us 24/7 for help connecting that to your home network, too.

Wireless home networking is included in our most popular bundles at no extra cost.

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## FREQUENTLY ASKED QUESTIONS

Can't find the answer you're looking for? Check out our [support section](#).

- + [Do you have caps on your Internet service?](#)
- + [How can I test the Speed of my current home internet service?](#)
- + [Do you have contracts?](#)
- + [Do I need to have Phone service to sign up for High Speed Internet service?](#)
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## **ATTACHMENT 2**

### **Atlantic Broadband D3 Marketing Materials**

YOUR LOCATION: MARTINSBURG, PA

CHANGE?

FOR HOME

MY SERVICES

SUPPORT

FOR BUSINESS

For Home > Internet

INTERNET

CRAZY FAST

Crazy Fast Internet

Blazing speed the competition can't touch gives you new reasons to love being online.

- Stream TV to your tablet.
- Video chat, seamlessly.
- Game online, and win.
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Bundle Internet with TV, and We'll Throw in Premium Channels and More

When you bundle TV service with high-speed Internet, or phone service, you get upgrades including premium channels, DVR service and more all at no extra cost.

Get More For Your Money

## CHOOSE A SERVICE

Most Popular			
Service	Starter Plus	Express	Unleashed
Monthly Price	\$44.99 Order Now »	\$29.99 <small>for 12 months Reg \$61.99</small> Order Now »	\$44.99 <small>for 12 months Reg \$74.99</small> Order Now »
<b>SPEED</b> Download / Upload	5 Mbps / 1 Mbps	30 Mbps / 3 Mbps	75 Mbps / 5 Mbps
Download 50 Songs (250MB)	7 Minutes	1 Minutes	27 Seconds
Download a Movie (5GB)	2.2 Hours	22 Minutes	9 Minutes
Upload 10 Pictures (10MB)	80 Seconds	27 Seconds	16 Seconds
Email with Remote Access	✓	✓	✓
Security and Spam Filter	✓	✓	✓
24/7 Technical Support	✓	✓	✓
Monthly Price	\$44.99 Order Now »	\$29.99 <small>for 12 months Reg \$61.99</small> Order Now »	\$44.99 <small>for 12 months Reg \$74.99</small> Order Now »

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